

**Attached is an Add-on
Discussion Item
for the
Meeting of Tuesday, April 27, 2004**

Request to Workshop Banking RFP with Bob Inzer

This item will be discussed under Commissioner Proctor's Time

This document distributed: April 27, 2004

BOARD OF COUNTY COMMISSIONERS

MEMORANDUM

DATE: April 27, 2004
TO: Board of County Commissioner
FROM: *BP* Bill Proctor, County Commissioner
SUBJECT: Banking with Conscience

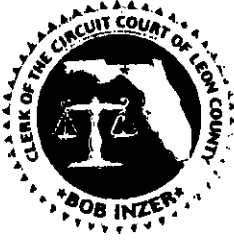
Bob Inzer sent the attached letter inviting our input into the RFP for selecting the county's next bank of choice to deposit the public money we are stewards over. You may recall at our last Board retreat in December 2003, the Board gave direction to staff to look at the potential of changing and conscientizing our banking approach.

I request that we workshop this matter because over the life of the banking contract we will deposit over one billion dollars. Not only should the Board, to use Commissioner Rackleff's term, "get serious" about this issue, but we have a chance to help our community's citizens by banking only with those institutions that bank favorably with our residents. I strongly believe we should not deposit millions of Leon County dollars in a bank for the benefit of North Carolina owners.

The current bank that we deposit more than one hundred and fifty million (\$150,000,000) with has financed fewer than 100 home mortgage loans for our entire county. We have other banks who do not receive our public money, but who provide far greater service in responding to the needs of our citizens who seek home mortgages. For instance, one bank has made close to 2,000 home mortgages. Why don't we invest with them? We should abide and follow the spirit of the Community Reinvestment Act.

I believe we should split this contract to reward banks that are fair by our community. This issue deserves a public discussion of the investment of the community's resources and what standard(s) is used to honor our citizen's money.

I believe we should invite Mr. Inzer to participate in our workshop so that we may benefit from his perspectives.



Bob Inzer

Clerk of Circuit Court

Clerk of Courts ▪ Clerk of County Commission ▪ Auditor ▪ Treasurer ▪ Recorder ▪ Custodian of County Funds

March 29, 2004

The Honorable Jane Sauls, Chairman
Leon County Board of County Commissioners
301 South Monroe Street
Tallahassee, Florida 32301

Dear Chairman Sauls:

The Board on several occasions has raised concerns about the banking services contract. We are in the process of releasing a bid for these services and felt we should take this opportunity to address concerns raised by the county commission.

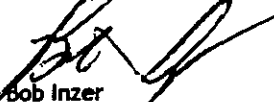
First, Board members have raised concerns about the banking practices of some of our local banking institutions. From my perspective, the questions of determining which criteria to consider and how to weight each possible criterion are almost impossible. Additionally, any such identification and weighting, in my opinion, is totally subjective. Since I do not have sufficient background to identify and weight the appropriate criteria, I am willing to permit the Board, through the application of whatever criteria it believes appropriate, to remove any financial institution from our banking bid list. In so doing, I would ask that the Board indemnify me and my office forthcoming from its decision.

A second issue that was raised is one of incorporating minority business into the award process. Historically, the county has awarded its banking services to a single institution. Additionally, the contract is awarded to institutions that have a significant local presence. I am unaware of any minority local banks in Tallahassee; therefore, it is unlikely that we will receive any responses to consider. I might remind the Commission that this is solely for banking services and does not include the counties investment, financial advisory or other financial products. Also, I have reviewed a draft of the bid document and do not see a way of bifurcating the services to award to multiple institutions to the extent a minority bank could be found.

By way of background, I would like the Commission to know that the selection will made through a bid, not as an RFP. We will identify the services we need and ask the banks to bid for services. The award will be made to the bidder that is responsive to our request for services at the lowest price. The selection committee will consist of Bill Bogan, Finance Director, Christine Francis, Assistant Finance Director, Alan Rosenzweig, Director of the Office of Management and Budget, and Ken Kent, Director of Financial Services for FACC.

I'm hopeful this is responsive to the Commissions concerns. I will be available to answer any questions you may have.

Sincerely,



Bob Inzer
Clerk of the Circuit Court

cc: Members of the Leon County Board of County Commissioners
Mr. Parvez Alam, County Manager
Herb Thiele, Esq., County Attorney
Mr. Alan Rosenzweig, Director of OMB
Mr. Bill Bogan, Clerk's Office Finance Director